

COIN WORLD®



TERENCE F. (TERRY) HANLON

DILLON GAGE METALS • PRESIDENT



After years of experience in management with American Airlines, Terry Hanlon transitioned into the precious metals industry by becoming vice president and general manager of Dallas Gold and Silver for nine years. After growing Dallas Gold and Silver into an industry leader during the boom times of the 1970s and 1980s, Hanlon joined Dillon Gage Inc. of Dallas in 1987 to launch a new division, Dillon Gage Metals, where he currently serves as president.

“I entered the rare coin and bullion industry in 1979. It was the year that many coin dealers took on the role of collectors and bullion dealers,” he recalled. “The Hunt Brothers ran silver up to \$50 an ounce. My first introduction to coins was the transformation from Rainbow Rare Coins to Dallas Gold and Silver when investors and collectors in the ’80s moved back to coins as bullion laid dormant for about a decade.

Along came the grading services for truly rare coins. As time passed, bullion coins became a focus of grading services. The 21st century has evolved into a worldwide market as a result of the internet. Trading is available 24/7. In spite of the streamlining of business in rare coin and bullion, coin shows continued to draw crowds and auctions, both in person and online, brought rarities to a global level.”

From concept to implementation, Hanlon has directed all areas of this multifaceted corporation that includes services in bullion trading, refining services, jewelry closeouts, numismatics and now depository services. Under his leadership, Dillon Gage Metals has become one of the largest and most diversified precious metals companies in the United States.

Hanlon is a past chairman and lifetime board member of the Industry Council for Tangible Assets. Currently, he is the president and longtime board member of Coalition for Equitable Regulation and Taxation, an industry-based lobbying organization in Washington, D.C. He is also an inaugural board member of the Gold & Silver Political Action Committee. He is a lifetime member of the American Numismatic Association with memberships in Professional Numismatists Guild and International Precious Metals Institute.

“As dealers voice their concern for the future, the coin world continues to prove the love, passion and understanding of the value of physical precious metals, collectibles, and specialty rare coins,” he added. “At Dillon Gage, we continue to grow our numismatic focus along with our growth in bullion trading, refinery and storage. The numismatic community is a terrific group of people with whom I am proud to be associated.” 